

Message Text

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12

ACTION TRSE-00

INFO OCT-01 NEA-14 ISO-00 CIAE-00 DODE-00 PM-07 H-03

INR-10 L-03 NSAE-00 NSC-07 PA-04 RSC-01 PRS-01 SP-03

SS-20 USIA-15 AID-20 EB-11 FRB-02 XMB-07 OPIC-12

CIEP-02 LAB-06 SIL-01 OMB-01 STR-08 CEA-02 EA-11 IO-14

DRC-01 /187 W

----- 130960

P R 240450Z JUN 74

FM AMEMBASSY KATHMANDU

TO AMEMBASSY MANILA PRIORITY

INFO SECSTATE WASHDC 8703

DEPT OF COMMERCE

LIMITED OFFICIAL USE KATHMANDU 2552

MANILA FOR USADB

E.O. 11652: N/A

TAGS: BEXP, NP

SUBJECT: PURCHASE OF NAVIGATIONAL EQUIPMENT FOR NEPAL

REF: KATHMANDU 1893; MANILA 5851

1. ITT REPRESENTATIVE FOR NEPAL HAS CALLED ON AMBASSADOR TO RENEW PROTEST AGAINST WHAT HE ALLEGES TO BE UNFAIR HANDLING BY ADB MANILA AND ADB ADVISORS IN NEPAL OF ITT BID TO PROVIDE NAVIGATIONAL EQUIPMENT UNDER ADB'S AIRPORT DEVELOPMENT PROJECT. ITT REP HAS SHOWN EMBASSY COPY OF CABLE SENT BY ITT TO ADB IN MANILA FILING OFFICIAL COMPLAINT. LETTER EXPLAINING DETAILS WAS TO FOLLOW.

2. IN ADDITION TO ALLEGED IRREGULARITIES IN MANNER OF HANDLING NEGOTIATIONS, FAVORING AWA OF AUSTRALIA, ITT REP CLAIMS THAT ADB ADVISORS IN NEPAL HAVE GIVEN IMPRESSION TO ADB MANILA THAT ITT
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HAS DROPPED OUT OF NEGOTIATIONS FOR NAVIGATIONAL EQUIPMENT.

ITT REP SAYS THIS UNTRUE AS ITT STILL GREATLY INTERESTED IN WINNING CONTRACT.

3. ITT REP SUGGESTS THAT GON'S UNPUBLISHED DVOR TENDER, ON WHICH GON'S NEGOTIATIONS WITH BOTH AWA AND ITT BASED, BE TREATED AS VALID TENDER, OR THAT NEW TENDER BE PUBLISHED. ITT REP CLAIMS THAT LOCAL ADB ADVISORS HAVE APPARENTLY ARGUED THAT AWA WON ONLY PUBLISHED AND THEREFORE ONLY VALID TENDER AND THAT PUBLISHING OF NEW TENDER WOULD RESULT IN UNWARRANTED DELAY AND COST ESCALATION. ITT DISPUTES BOTH THESE CONTENTIONS, AND CLAIMS THAT ORIGINAL TENDER DID NOT INCLUDE DVOR. ITT REP SAYS HE IS IN POSITION DETAIL IRREGULARITIES WHICH SUPPORT ITT'S POSITION.

4. AS ITT REP HAS NOW CALLED ON EMBASSY ON SEVERAL OCCASIONS AND SEEMS CONVINCED THAT ITT BEING TREATED UNFAIRLY, WE WOULD LIKE USADB TO AGAIN RAISE ISSUE WITH APPROPRIATE ADB AUTHORITIES, AND ATTEMPT CLARIFY ISSUES. ITT REP CLAIMS THAT UNDER PRESENT CIRCUMSTANCES ADB WILL SHORTLY AWARD CONTRACT TO AWA AND THEREFORE URGES THAT PROMPT ACTION BE TAKEN. WE ARE NOT IN POSITION HERE TO EVALUATE ITT'S CASE AND ALLEGATIONS. WE APPRECIATE USADB'S REFTTEL BUT WE BELIEVE SITUATION DOES WARRANT ANOTHER CHECK AND WOULD APPRECIATE ANY CLARIFICATION YOU CAN PROVIDE.
CARGO

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NNN

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To: TRSY MANILA
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